



Rangitsch Brothers, LLC
RV Center and Mobile Homes

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EXHIBIT 1
DATE 3-20-09
SB 356


Members of the House Business and Labor Committee,

As a manufactured home dealer in Missoula, I would like to outline the reasons why I believe it would be beneficial both to consumers and our industry that the State of Montana require licensure of manufactured home dealers.

- 1) By requiring a physical location with minimum inventory will put an end to the few instances of catalog sales of our product. That is to say, a dealer who has no physical inventory, but is allowed to special order homes through a factory. This practice is damaging to our industry. A catalog sales dealer is far less likely to stand behind the product he sells and is not in a position to service his product. This often leaves the consumer in a position where they must solely rely upon service from an out of state factory. It in turn tarnishes the reputation of our industry.
- 2) The same rationale that requires auto and rv dealers applies to our manufactured housing industry. Dealers of these products are required to be licensed because of the protection it affords the consumer. The State is able to apply oversight to who is licensed and the applicant is bonded. Providing the consumer this protection improves the overall perception of our industry.
- 3) I do not believe the requirements suggested in Senate Bill 356 would be an encumbrance to anyone who wishes to engage in this industry as a legitimate dealer. The vast majority of manufactured dealers in this state already have a physical location with appropriate inventory. Many have their own personnel to provide service to their customers. They are reputable business owners who wish to hold our industry to a high standard.

Thank you for your time and consideration of Senate Bill 356; and for allowing me to outline my reasons for support.

Sincerely,


Joel J. Sperson
General Manager/Member
Rangitsch Brothers LLC